Studies in Machiavellianism

By RICHARD CHRISTIE FLORENCE L.GEIS



Edited by PAUL G. SWINGLE





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Studies in Machiavellianism

By RICHARD CHRISTIE

Department of Psychology Columbia University New York, New York

FLORENCE L. GEIS

Department of Psychology University of Delaware Newark, Delaware

August 1970, 407 pp., \$12.50

This book describes studies of interpersonal manipulation. The manipulative behaviors are related to responses to a questionnaire based on themes of human nature and interaction as described by Machiavelli. The scales have high internal consistency and successfully predict manipulative behavior in a variety of laboratory situations.

The studies themselves concern the behavior of persons of high and low Machiavellian orientation in a series of experiments involving bargaining behavior, attitude changes, and the influencing of others. Fifty experiments are described and analyzed in terms of the kinds of situations in which manipulation is most effective.

The book also deals with the frequency of the Machiavellian in a cross-sectional sampling of the American adult and college population. Data on other samples of children, various occupational groups, and foreign students are also included. Some other areas touched upon are game theory, psychometrics, person perception, and political ideology and movements.

Psychologists, sociologists, political scientists, and persons involved in management and administration should find this book interesting, valuable, and extremely thought provoking.

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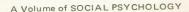
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